



# Helping Talent Thrive.

Laurence Simons LATAM

Capability Brochure 2024

**LAURENCE  
SIMONS.**



Laurence Simons is a leading recruitment firm specializing in legal and compliance.

We operate on a global level, with offices in London, Amsterdam, Geneva, Paris, Frankfurt, Miami, and São Paulo, to find the ideal candidate for companies and law firms.



# Your strategic partner for Specialist Legal, Compliance, Private Practice and IP Search.

Laurence Simons has over 35 years of experience of enabling the right talent to thrive in the right business.

We know what it takes to acquire the best talent for our clients, helping them understand different strategies to achieve the right hire for their business.

We have deep market knowledge, across different industry verticals and sectors, with vast international experience partnering with our clients to build out legal, compliance and other specialist functions.



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I've worked with the Laurence Simons team to recruit one of the top executive members of my company. I've been truly satisfied by the active listening of the partners, their understanding of our business and needs and their pro activity to speed-up the process of recruitment.

Senior Human Resources Director,  
Global Company



# We place Legal, Compliance, Privacy & IP professionals in the following sectors globally:

Life Science

Fast Moving Consumer Goods & Retail

Manufacturing, Engineering & Construction

Telecommunications, Media & Technology

Professional Services

Leisure & Hospitality

Financial Services

Energy

Private Practice



I have had the pleasure of collaborating with Laurence Simons on a number of senior legal placements. They are well connected within the market, reliable and very easy to work with. I have always valued their transparency and partnership.

GLOBAL TALENT  
ACQUISITION PARTNER, M  
ULTINATIONAL  
HEALTHCARE COMPANY





# A Truly Global Business.

We have offices in London, Amsterdam, Frankfurt, Geneva, Paris, Miami, and Sao Paulo with our reach spanning far beyond our office locations. We have conducted successful searches in over fifty countries and six continents.

Our global reach and international team enables us to provide our clients with insights and expertise from a range of cultures. The result is a diverse, culturally astute workforce that understands the local and international challenges a business can face as it grows.



# Laurence Simons LATAM.

Our office is in São Paulo and Boca Raton (in South Florida) and serves the entire USA and Latin America, covering a vast region where decision-makers are strategically located.

In addition to Brazil, our key markets include the USA, Mexico, Panama, Argentina, Colombia, Peru, and Chile. We have developed deep insights and strong networks in these regions, enabling us to identify exceptional candidates and connect them with the right opportunities that align with their aspirations and experiences.

Over 12 years of experience in Brazil and Latin America.

A team composed of experienced lawyers who have a distinct understanding of perspectives from both clients and candidates.

Recognized as one of the top players in the market for three consecutive years.







LAURENCE  
SIMONS.

bio<sup>2</sup>

chazin  
—mello

Laurence Simons takes pride in being a company that collaborates with environmental regeneration.

In partnership with biO2 and SOS Mata Atlântica, we plant a tree for every professional hired by our clients, enabling the regeneration of the biO2 Forest, located in the Mantiqueira Mountains.

This is our commitment to the conservation of our greatest asset: the Planet.

[Learn more, click here](#)





# How we work.

#1

We select candidates not only based on technical qualifications but also on their soft skills and alignment with the client's culture.

#2

We consult our talent pool and confidentially and discreetly promote the job opening through our networks.

#3

We interview all candidates either in person or remotely.

#4

Only after validation by the Laurence Simons team are the candidates presented to the client.

#5

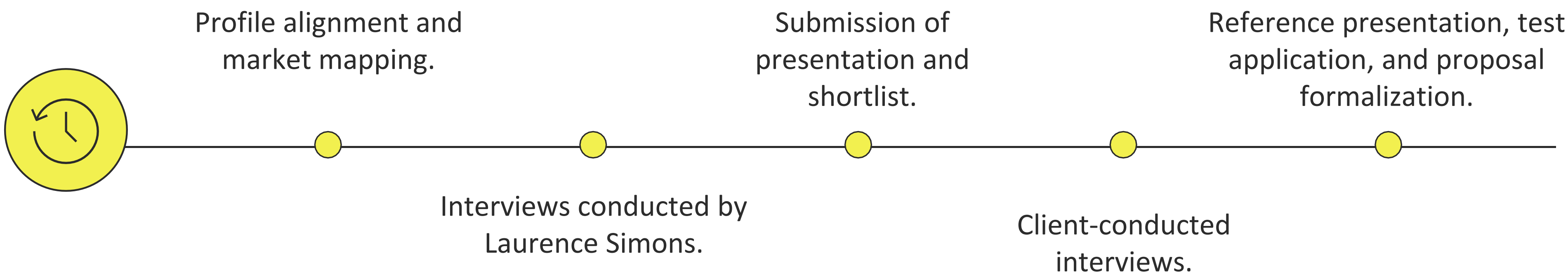
We provide valuable market insights, particularly candidates' expectations, to minimize any potential mismatches with the opportunity.

#6

Behavioral analysis of the final candidates (upon contracting the service).



# Standard Schedule.



The presented timeline may undergo changes based on the complexity of the desired profile and the client's urgency level. A specific schedule for the worked position will be provided after the service is contracted.



# Our team.

## PARTNERS



**DENNIS MELLO**  
PARTNER | IN-HOUSE



**RICARDO CHAZIN**  
PARTNER | PRIVATE PRACTICE

## LATAM | SP



**AMANDA NERY**  
ASSOCIATE LATAM



**CAROLINA MORANDI**  
ASSOCIATE LATAM



**JANAÍNA GODOY**  
ASSOCIATE LATAM



**BENEDITO VILLELA**  
ASSOCIATE LATAM

## LATAM | SOUTH FLORIDA



**LUCIANA FARIA**  
ASSOCIATE LATAM  
SOUTH FLORIDA BASED



**MÔNICA MACHADO**  
SENIOR ASSOCIATE LATAM  
SOUTH FLORIDA BASED





# Laurence Simons

Laurence Simons is a global team of legal and compliance sector experts with more than 35 years of knowledge. Fueling a fresh approach, our focus is on people, relationships and building lasting strategic partnerships which help clients and candidates thrive.

laurencesimons.com

LAURENCE  
SIMONS.

Enriching for 35 years

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